67.40/2:

EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Trade Services Division, FAS, (202) 447-7103.

May 23, 1980

1480 Corn joint venture (Nigeria). An American agronomist is looking for a partner in joint venture on over 4,000 acres of land in Nigeria. The partner would cover the equipment needed. The firm is prepared to provide the maintenance for the entire project; profit-share rest on agreement. The land has been surveyed and has been leased for 99 years. A feasibility study has been made and copies are available. For further information contact Daniel Ejide, 5012 Oakwood Road, Huntsville, Alabama 35806. Phone: (205) 837-4647.

1481 Seafoods (Greece). Needs chilled mullet, porge, sole, lobster. Quantity: one mt per day during the next 4 months. Packaging: 14-18 kgs boxes, special for air cargo. Delivery as soon as possible. Quote C&F Hellenikon airport (Athens). Bank ref: Williams & Glynns - Piraeus Branch. Contact: Constantinos Chryssoulis, Thetis Co., 14, Skouze, Piraeus, Greece. Telex: 21-3317. Phone: 4521-527.

1482 Chicken (Egypt). Wants frozen chicken, 1,000 mt, Grade A, 800-1,250 grams each. First shipment in September. Quote CIF Alexandria or Port Said. Bank ref: Abou Dhabi National Bank (ATTN: ATIF RISK ALLA & CO.). Contact: Samir Gobran, ATO Co., 7 Aliesh St., Hamamt El Koba, Heliopolis, Cairo, Egypt. Phone: 834720.

1483 Corn, concentrates, fish meal, premixes (Nigeria). Nigerian farming company interested in importing U.S. corn, concentrates, fish-meal and premixes. Quantity: (1) #3 yellow corn 2,000 metric tons, (2) 700 metric tons concentrates. Packaging in 50 kilo bags. Delivery as soon as possible. Quotations C&F Apapa, Lagos. Terms and conditions - 120 days Letter of Credit. Contact: S.A. Ajami, Ajami Farming Ent. Ltd., KM 19 Agege Motor Road, P.O. Box 26, Ikeja, Nigeria. Phone: 01/962526, 961021.

1484 Joint venture for pig project (Nigeria). Nigerian company wishes to enter into a joint venture in an integrated pig breeding, fattening and processing and marketing project with a reputable U.S. company. Bank ref: First Bank Nigeria Ltd., Moloney St., Lagos, Contact: W. F. Elebiola, Wilsara Trading Enterprise, 17A Oyewole St., Palm-Grove, Lagos, Nigeria.

1485 Soybean meal (Nigeria). Nigerian/U.S. company interested in importing 10,000 metric tons of superior grade soybean meal for livestock feed with low moisture content. Packaging in 2-ton bagged containers or less. Shipment in varied units of shipments. Quotations C&F Apapa. Bank ref: First Bank Oyo Branch. Contact: John Collis, Nigerian American Agro Business Service Co., P.M.B. 1043, Oyo, Oyo State, Nigeria.

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1486 Joint venture for desert land (Egypt). Egyptian company wants experienced U.S. company to join in joint venture to develop 5,000 acres of desert land similar to that in Arizona. Wants U.S. company to make feasibility study, provide management etc. Necessary to introduce modern desert farming technology. Possible to expand area and also to include food processing and perhaps other industrial projects. Contact: Abdel Megid Fathy, Egyptian - American Poultry Co. Ltd., P.O. Box 50, Bab El Khalik, Cairo, Egypt. Telex: 92501 DOKKI UN ATTN: A.M. FATHY. Phone: 896055.

1487-1488 Corn, soybean meal (Nigeria). Nigerian company interested in buying from the U.S. (1) #3 yellow corn, (2) soybean meal for poultry. Quantity: (1) 1,000 metric tons every 3 months, (2) 200 metric each 3 months. Packaging (1) & (2) 50 kg bags. Delivery time as soon as possible. Quote C&F Apapa. Bank ref: Bank of the North Hospital Road, Kaduna. Contact: Senator Jibrin Salihu, Arewa Agricultural Enterprise, P.O. Box 343, Zaria, Nigeria Phone: 069/3636.

1489 Health foods (Japan). Wants natural foods and/or dietetic foods; about $10,000 to $50,000 worth of products per month. The products must be of natural origin and contain no additives of any kind. Appropriate packaging for retail and/or institutional uses. Immediate delivery. Samples and specific information to include complete ingredient statement required. Quote C&F and/or FOB. Bank ref: Chuo Shintaku Bank Main Office, Tokyo. Contact: Eitaro Uno, President, Tatsuno Sangyo K.K., 2-314, Kyobashi, Chuo-Ku, Tokyo, Japan. Cable: TATSUSANCO. Phone: 278-9587.

1490 Beef cattle (Japan). Wants 150 beef cattle, specific information required. Appropriate method by airshipment. Delivery December 1980 or January 1981. Quote CIF Osaka or Okinawa. Bank ref: Dai-ichi Kangyo Bank, Yokohama. Contact: Takashi Yatabe, President, Tozai Tsusho Co., Ltd., 4-1-4, Yokodai, Isogo-Ku, Yokohama, Japan. Cable: Tozaitsusho, Yokohama. Phone: 045-833-4843.

1491 Beet pulp pellets and alfalfa hay cube (Japan). Wants beet pulp pellets and alfalfa hay cube. One container load (20 feet or 40 feet) each for trial order. Samples and specific information required. Appropriate packaging for export. Delivery when new crops are available. Buyer wishes to import products produced mainly in California and/or its vicinity. Quote C&F or CIF. Bank ref: Bank of India, Tokyo Branch, Sanwa Bank, Hibiya Branch. Contact: Shigeru Yaguchi, Supra (Japan) Ltd., Room #1121, Shuwa-Kioicho-TBR Building, 5-7, Kojimachi, Chiyoda-Ku, Tokyo, Japan. Telex: J26146 SUPRALTD. Cable: SUPRALTD Tokyo. Phone: 03-262-7851.

1492-1493 Pecans, cottonseed oil (Japan). Wishes to buy (A) pecan-fresh and/or roasted and (B) cotton seed oil. Exact quantity is unknown, but must be substantial quantities. Samples and specific information required. Appropriate packaging for retail and institutional use. Immediate delivery. Quote CIF. Bank ref: Fukuoka Bank Main Office. Contact: Shoji Toda, Foreign Trade Director, Orient Pal Co., Ltd., 241 Rose Mansion Dai-Ichi Hakata, 17-23, 2-Chome, Higashi-Hie, Hakata-Ku, Fukuoka, Japan. Cable: OPAL, Fukuoka. Phone: (092) 441-5155.

1494 Black beans (Venezuela). Wants 4,000 mt of black beans - 1980 crop, U.S. No. 1, in 100 lb. bags. Immediate delivery. Needs phytosanitary permit, fast cooking, humidity 12 to 14. Quote C&F La Guaira, Venezuela. Bank ref: Banco Maraciabo, Oficina Central. Contact: Guido Cavalli, Restrepo, C.A., Local 132, C.C. Paseo Las Mercedes, Las Mercedes, Caracas Apartado 6753, Caracas, Venezuela. Cable: RESTREPO. Phone: 915614 & 920564.

1495-1496 Holstein and Brown Swiss heifers (Venezuela). Wants several hundred Holstein and Brown Swiss, mixed heifers. Heifers should be 3 to 4 months, charged or full. Needs prices and health certificate. Quote CIF Maiquetia, and Maracaibo. Bank ref: Banco De Venezuela. Contact: Abner Aviles, Sistemas Industriales y Comerciales, Apartado 50454, Caracas 1050-A, Venezuela. Telex: 21421 - DICO CV. Cable: SISTECO. Phone: 313558.

1497 Lobsters (Venezuela). Wants berried female lobsters, 50 to 100 lobsters over next 12 months. Quote CIF The Valley, Anguilla, West Indies. Contact: Robert L. Sanderson, Agricultural Services Ltd., P.O. Box 72, The Valley Anguilla, West Indies.

1499 Dextrose (India). Wants 1,000 tons of dextrose monohydrate. Firm is manufacturer of baking powder, custard powder, ice cream powder. Contact: Mukesh Malhotra, Director International Trade, Weikfield Products Co., (I) P. Ltd., Weikfield Estate, Nagar Road, Pune 411 014, Bombay, India. Cable: WEPROCO, Pune. Phone: 23963/20744.

1500 Dried fruits and vegetables, dairy products (Germany). Interested in dried fruits, dried vegetables, dairy products. Initially sampling quantities, good quality, consumer and hotel/restaurant quantities. Quote CIF Hamburg, cash against merchandise. Bank ref: Dresdner Bank Ag, Nuernberg. Contact: Rolf Sperl, Speka Neutra Import Aussenhandles GMBH, Postfach 4748, D-8500 Nuernberg 1, West Germany. Telex: 06/22359. Cable: SPEKA. Phone: 09126/9282.

1501-1502 Frozen fruits and vegetables (Germany). Interested in frozen vegetables, frozen fruits, initially sampling quantities, good quality, consumer quantity boxes in containers. Quote CIF Bremen or Hamburg. Bank ref: Raiffeisenbank Olching. Firm was established in 1976, and has average annual sales DM 5 million. Sales area includes all Europe. Contact: Frau Christiane Buerger, Hans-Arend Buerger Import, Nordenstrasse 62, Kurfuerstenzentrum, D-8000 Muenchen 40, West Germany. Telex: 05/24960. Cable: BUERGER IMPORT. Phone: 089/378009.

1503 Seafoods (Germany). Wants seafood specialties, initially sampling quantities, top quality, consumer quantities. Quote CIF Bremen or Hamburg. Firm was established in 1976 and has average annual sales of DM 5 million. Bank ref: Raiffeisenbank Olching. Contact: Frau Christiane Buerger, Hans-Arend Buerger Import, Nordenstrasse 62, Kurfuerstenzentrum, D-8000 Muenchen 40, West Germany. Telex: 05/24960. Cable: BUERGER IMPORT. Phone: 089/378009.

1504-1506 Canned fruits, vegetables, seafoods (Germany). Wants canned fruits, canned vegetables and canned seafood, all types. Sampling quantities initially, good quality. Consumer quantities only. Quote CIF Hamburg, cash against merchandise. Bank ref: Dresdner Bank Ag, Nuernberg. Contact: Rolf Sperl, Speka-Neutra Import Aussenhandels GMBH, Postfach 4748, D-8500 Nuernberg 1, West Germany. Telex: 06/22359. Cable: SPEKA. Phone: 09126/9282.

1507-1510 Corn, soft drinks, rice, flour (England). Wishes to buy (A) yellow corn, (B) non-alcoholic soft drinks, (C) long grain parboiled rice, (D) wheat flour/corn flour. Quantities: (A) 10/15,000 tons, (B) 100,000 cartons (monthly), (C) 12,000 tons, (D) 5/10,000 tons monthly. Quality: (A) USDA Grade 3, (C) USDA Grade 2. Packaging: (A) jute bags, 50 kilos, (B) cans/cartons, (C) jute bags, 50 kilos, (D) 50 kilo jute bags. Quote all - FOB Stowed - destination Middle East and West Africa. Bank ref: Barlcays Bank Ltd., City Branch, 170 Fenchurch

Street, London EC3. Contact: Charles M. Barber, Edward Mannini & Co. Ltd., Baltic Exchange Chambers, 24 St. Mary Axe, London EC3A 8EN, England. Telex: 888345/6. Phone: 01-283 9993.

1511 Hatching eggs (Argentina). Wants hatchery eggs (broiler), 1,500,000 - 1,800,000 eggs, 60 g per egg. Delivery June 1980. Quote CIF Buenos Aires (price per egg). Bank ref: Banco Provincia Buenos Aires. Contact: Carlos Alberto Valiente, Carlos Alberto Valiente, 41-812, 1900 La Plata, PCIA. Buenos Aires, Argentina. Telex: 18522 CECBA-AR CODE 041. Phone: LA PLATA 41-659.

1512 White corn (Brazil). Wants white corn for human consumption, 60,000 metric tons, extra large (number 2). Quote FOB. Bank ref: Bank of Brazil. Contact: Jose Maria Fonseca or Mr. Itiel, Cobara-Consrcio Guanabara De Engenharia Ltda., Rua Voluntarios Da Patria, 408, 20,000 Rio de Janeiro, RJ-Brazil. Telex: 2131764 LAIS/BR. Phone: (021) 266-5415 or 266-1848.

1513-1517 Corn starch, peanut butter, honey, oranges and fruit juices (Malaysia). Wants unspecified quantities of corn starch, peanut butter, honey, oranges fresh, and fruit juices. Top quality, delivery as soon as possible. Quotations CIF Singapore. Bank ref: Hong Kong Bank, Malacca. Contact: Wee Keng Que, Hong Bee Food Products, P.O. Box 311, Malacca, Malaysia. Phone: (06) 25287.

1518 Corn plellets (Japan). Wants 1 container load (20ft.) trial order of moulded corn plellets (sugar, starch,salt and inflating agent added), 500 grm. samples of various moulds required. Packaging: 10 kilograms in a vinyl bag, and in a carton. Quote C&F Osaka or Kobe. Delivery prompt shipment. Bank ref: Tokai Bank, Sakurabashi Branch. Contact: Shigeki Miyauchi, Sanei Trading Co., Ltd., 10-28 Utsubo Honmachi 3-Chome, Nishi-Ku, Osaka 550, Japan. Telex: J635 16 PROSPERS. Cable: "PROSPEROUSTRADE" Osaka. Phone: (06) 488-2531.

1519 Wheat flour (France). Wants 20,000 to 30,000 tons of wheat flour, white very fine and sweet without any impurities, packed in exterior white cotton bags - polypropylene bags; interior: kraft paper 3 folds. Delivery 3 - 4 shipments between Aug. 1980 and Aug. 1981. Humidity: 12% max.; ash: 0.52% max. on dry matter; acidity: 0.05% of sulfur acid on dry matter. Quote FOB or C&F. Bank ref: Banque Nationale de Paris (B.N.P) 59, Rue St. Ferreol, 13006 Marseille. Contact: Berendsen, Export Manager, Generale de Consommation (Geneco) Boite Postale, 13203 Marseille Cedex 1, France. Telex: 4U1169 GENETAR. Cable: GENECO MARSEILLE. Phone: (91) 54 92 54.

1520-1522 Fish meal, canned and cured seafoods, seafood soups (Spain). Wishes direct sale for resale, representation agency and distributorship for unspecified quantities of fish meal, canned and cured seafood, including soup (except frozen). Contact: Pedro Pena, Director, Tempel, S.A., Viladomat 140 Bis, Barcelona 15, Spain. Telex: 52481. Phone: 34/3/2544401.

1523 Beer (France). Firm established in 1854 specializing in fine grocery items wants canned beer in 12 ounce cans and bottles, 16 ounce cans, 32 ounce bottles, and non returnable 12 ounce bottles. Bank ref: Societe Generale in Courbevoie. Contact: Mrs. Mathieu, Import Manager, Hediard, 5-7 Rue Jules Ferry, 92400 Gourbevoie, France. Telex: 630 268 F. Phone: 788 62 62.

1524 Health foods (Korea). Firm established in 1979 as importer and wholesaler for foreign suppliers of pharmaceuticals wishes to contact suppliers of food supplements (protein health foods such as wheat germ). Products sought are those derived from vegetable bases. Product literature and C&F price lists

Kwanghwamun, P.O. Box 1550, Seoul 110, Korea. Cable: SOOILCHOI, Seoul. Telex: PRETEL K27521 ATTN: SOOILCHOI. Phone: 362-0744.

1525-1528 Canned evaporated milk, baked beans apple juice, and rice (Oman). Company wishes to contact reliable U.S. supplier with competitive prices for monthly shipments of canned baked beans for Oman military. Also interested in canned evaporated milk, canned apple juice, and long-grain white rice. All price quotations C&F Muscat. Contact: Bikku Mohammed, Mgr., Safe-Way Trading Division Box 4519, Ruwi, Sultanate of Oman. Telex: 3269 MB. Phone: 703288.

1529 Sugar (Canada). Wants up to 2,300 mt of granulated sugar, polarity 99.9%, packed in 50 kilo bags. Delivery as soon as possible. Destination Caribbean. Quote FOB port. Contact: Andrew Sealy, A&S International Trading Enterprises, P.O. Box 921, Station B, Willowdale, Ontario, M2K 2T6, Canada. Cable: ASINPTRENT. Phone: (416) 493-0403.

1530 Walnut plants (Portugal). Wants walnut plants, 1,000 units, of the following varieties: Hartley, Pedro, Vina, Pyne Eureka, Chico, Amigo, Serr, & Colby. Packaging: appropriate for air delivery in December 1980. Quote CIF Lisbon (delivery by air). Quantities imported for each type will depend on price list, therefore send quotations on 100 unit basis. Bank ref: Banco Nacional Ultramarino. Contact: Jose Francisco Fragoso, Private Farmer, Praceta de Sagres No. 3-2, Esq. 2700 Amadora, Portugal. Phone: LISBON 930571.

1532 Poultry joint venture (Egypt). Wants to form joint venture layer/broiler poultry project (5,000 bird capacity). Egyptian partners would furnish buildings and land in Damietta. American partners to furnish equipment. Would be 50/50 partnership. Bank ref: National Bank of Egypt, Cairo. Contact: Mohsen Abed, El Maiiny St., House of Abdo El Azzawy, Damietta, El Sharabasy, Egypt.

1533 Dietetic foods (Egypt). Wants Grade A, dietetic foods, low calories foods - specially for diabetic patients. Samples requested. Producers only, would like to be a representative, will pay for sending samples. Quote CIF Alexandria. Bank ref: Cairo Bank, Tharwat Branch, Cairo. Contact: Ismail Ayad, Ismail Ayad Co., 43 Misr & Sudan St., Hadayek El Kobba, Cairo, Egypt. Phone: 838069/948200.

1534-1539 Butter, chicken, cheese, canned fruit & juices, jam, beef, (Egypt). Wants the following products CIF Alexandria: butter packaged 100,150 and 500 grams each; frozen chicken 20 mt, 1.50-2.00 kg each; cheese-processed and cheddar, medium grade; canned fruits, 100 mt, medium grade; canned juice in easy open cans; canned jam, Grade A; and frozen beef 50 mt, medium grade. Request samples of all products. Will pay expenses for sending samples. Bank ref: National Bank of Egypt. Contact: Mekhail Kamel, Egyptian Co. for Commercial Appliances & Provisions, 5, Tushtomer St. (Talat Harb), Cairo, Egypt. Cable: MULTIMOVE. Phone: 759752/753938.

1540 Canned hot dogs (Egypt). Wants canned hot dogs - beef & pork, easy open cans, 50 mt., medium Grade, samples requested. Will pay expenses for sending samples. Quote CIF Alexndria. Bank ref: National Bank of Egypt, Cairo. Contact: Mekhail Kamel, Egyptian Co. for Commercial Appliances & Provisions, 5, Tushtomer St. (Talat Harb), Cairo, Egypt. Cable: MULTIMOVE. Phone: 759752/753938.

Foreign Trade Developments

Japanese Stocks of Imported Pork. Since December 1979 Japan Ham and Sausage Manufacturers Association have been holding 10,000 metric tons of imported pork in "isolation" stocks. This program has now been terminated and these processors will be using this stock in their manufacturing program. Improvement in the Japanese pork market should lead to resumption of imports in the near future.

Hog Cholera Outbreak in Japan. A serious outbreak of cholera has occured in a province near Tokyo. Some 600 hogs have died and another 1,200 killed from herds infected with the disease. In addition, some 15,000 hogs are quarantined on farms in the area. Should the disease continue to spread, it could affect Japan's policy to resume imports of pork. In the long run, excess slaughter of breeding swine will eventually affect pork production to the benefit of future pork imports.

"CONTACTS FOR U.S. FARM PRODUCTS" a free monthly trade letter initiated by the Foreign Agricultural Service to help U.S. suppliers of Agricultural products locate customers overseas. The tradeletter is distributed to foreign buyers through the offices of the U.S. Agricultural Attaches overseas. Sales reported for calendar years 1977 and 1978 totaled $3.8 million to $6.3 million as a result of the "CONTACTS" program. U.S. firms can submit a product announcement for the "CONTACTS" trade letter to your state department of agriculture located in your state capitol. The announcement should be 100 words or less, and must include a bank reference with address, complete company address, phone, telex and/or cable. All weights and measures must be in the metric system with preference given to new to market exporters or export products.

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